A 5185-1

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1981		1982		1983		1984		1985 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,993	.92	8,429	1.07	9,900	1.03	10,804	1.04	5,028	.95
Alaska	547	.07	946	.13	1,843	.19	1,643	.16	952	.18
Arizona	11,642	1.52	12,419	1.57	13,813	1.43	15,930	1.52	8,393	1.83
Arkansas	5,568	.72	6,826	.86	8,343	.87	9,272	.92	4,160	.79
California	89,503	11.65	93,198	11.76	116,127	12.06	124,038	11.96	61,736	12.66
Colorado	14,480	1.88	12,447	1.57	13,040	1.35	13,589	1.33	7,744	1.46
Connecticut	7,534	.98	7,897	1.00	10,241	1.06	12,207	1.16	6,124	1.13
Delaware	1,390	.18	1,588	.20	1,830	.19	2,048	.20	985	.19
Wash. D.C.	2,013	.26	1,893	.24	2,104	.21	2,208	.20	1,021	.19
Florida	48,804	6.35	52,196	6.58	67,990	7.06	72,290	6.67	44,261	9.03
Georgia	10,818	1.40	10,737	1.35	13,286	1.38	15,000	1.46	7,593	1.54
Hawaii	1,585	.21	1,363	.17	1,738	.18	2,268	.22	1,366	.25
Idaho	4,592	.60	5,089	.64	6,988	.73	6,344	.63	3,293	.58
Illinois	32,265	4.20	32,137	4.05	40,803	4.24	46,098	4.37	21,914	3.99
Indiana	18,203	2.37	18,164	2.29	22,610	2.35	23,219	2.24	10,912	1.81
Iowa	13,475	1.75	15,622	1.97	20,322	2.11	18,786	1.89	8,777	1.66
Kansas	8,657	1.13	8,548	1.08	9,659	1.00	10,346	.97	5,653	1.06
Kentucky	8,602	1.11	10,217	1.29	12,069	1.26	11,446	1.12	5,337	.95
Louisiana	8,355	1.09	9,476	1.20	11,471	1.19	12,951	1.28	6,313	1.16
Maine	3,834	.50	3,596	.45	4,542	.47	4,920	.49	2,038	.32
Maryland	10,481	1.36	12,380	1.56	14,734	1.53	17,147	1.65	8,419	1.61
Massachusetts	29,393	3.83	28,890	3.64	33,893	3.52	34,676	3.40	17,013	3.28
Michigan	32,483	4.23	34,102	4.30	40,512	4.21	45,563	4.38	21,540	3.83
Minnesota	13,878	1.81	16,820	2.12	21,305	2.21	24,985	2.41	14,117	2.65
Mississippi	4,040	.53	4,603	.58	5,422	.57	7,366	.74	3,358	.65
Missouri	18,142	2.36	19,060	2.40	23,534	2.45	24,922	2.42	11,567	2.19
Montana	4,531	.59	3,901	.49	4,308	.45	5,279	.52	2,677	.47
Nebraska	8,319	1.08	8,974	1.13	10,073	1.05	8,255	.79	4,056	.77
Nevada	2,137	.28	2,378	.30	2,717	.28	2,711	.25	2,150	.37

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1981		1982		1983		1984		1985 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,297	.30	2,248	.28	2,779	.29	2,817	.28	1,257	.22
New Jersey	15,057	1.96	17,474	2.20	20,707	2.15	21,874	2.09	11,296	2.07
New Mexico	3,794	.49	4,291	.54	4,932	.51	5,371	.56	2,526	.58
New York	38,800	5.05	41,854	5.29	48,984	5.09	51,351	4.92	26,696	4.81
North Carolina	9,253	1.20	10,829	1.37	12,567	1.30	14,273	1.35	7,720	1.47
North Dakota	3,393	.44	3,364	.42	4,327	.45	4,475	.44	2,352	.47
Ohio	27,571	3.59	30,687	3.87	37,772	3.92	40,004	3.83	20,317	3.63
Oklahoma	9,875	1.28	11,628	1.47	12,808	1.33	14,126	1.32	6,781	1.29
Oregon	19,066	2.48	19,596	2.48	19,848	2.06	19,189	1.89	10,454	1.86
Pennsylvania	45,201	5.88	46,600	5.88	52,730	5.47	53,402	5.23	24,418	4.44
Rhode Island	3,539	.46	3,277	.41	3,685	.38	3,787	.38	1,986	.37
South Carolina	4,541	.59	5,183	.65	6,252	.65	6,049	.61	3,054	.60
South Dakota	3,189	.42	3,050	.38	4,233	.44	4,195	.41	2,169	.39
Tennessee	10,929	1.42	11,810	1.49	14,125	1.47	14,272	1.39	6,621	1.20
Texas	42,209	5.49	42,637	5.38	52,634	5.47	59,060	5.85	27,313	5.36
Utah	6,039	.79	7,762	.98	8,444	.88	7,036	.67	3,147	.57
Vermont	4,202	.55	4,786	.60	6,034	.63	6,860	.66	3,056	.56
Virginia	10,208	1.33	11,294	1.42	14,120	1.47	14,927	1.48	7,785	1.50
Washington	17,507	2.28	16,794	2.12	21,825	2.27	24,294	2.37	11,439	2.20
West Virginia	7,008	.92	7,351	.93	8,784	.91	9,423	.92	4,867	.85
Wisconsin	15,425	2.02	16,276	2.05	20,677	2.15	22,943	2.17	12,099	2.22
Wyoming	1,176	.15	1,200	.15	1,355	.14	1,466	.14	703	.14
Govt. (US,VA,State)	45,697	5.95	28,829	3.65	37,937	3.94	49,105	4.65	31,854	5.65
Domestic Subtotal	768,240	100%	792,716	100%	962,776	100%	1,036,610	100%	528,407	100%
Canada (see pg. 8, F)	33,455		32,734		35,806		38,156		21,547	
Other Exp. (Pg. 7, E)	30,025		27,563		29,523		27,700		12,905	
Miscellaneous	2,481		1,472		1,575		421		1,726	
GRAND TOTAL	**834,201**		**854,485**		**1,029,680**		**1,102,887**		**564,585**	
% Over Previous Year	**+13.24%**		**+2.43%**		**+20.50%**		**+7.11%**			

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.
1984 - 321,286 units - - - - $23,065,985.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607
1984 - $8,158,145

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units

MISCELLANEOUS DATA (continued)

C. CROS-BICROS By Type (Participants)

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1982 - Eyeglass:	2,211	1,933	198	190	2,409	2,123
Behind Ear:	3,913	5,304	846	760	4,759	6,064
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**

MISCELLANEOUS DATA (continued)

	1982	% (+/-)	1983	% (+/-)	1984	% (+/-)	1985 Jan.-Jun.
D. TINNITUS MASKERS (Net shipments of number of units)							
a. Maskers:	391	-22.57%	478	+22.25%	500	+ 4.60%	155
b. Masker Aids:	422	-10.02%	479	+13.51%	606	+26.51%	81
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION							
Europe:	4,158	- 9.55%	5,443	+30.90%	6,736	+23.76%	3,468
Middle East:	360	-30.10%	245	-31.94%	259	+ 5.71%	104
Africa:	237	-31.30%	536	+126.16%	453	-15.49%	94
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	2,897	-18.99%	2,627	-9.32%	2,793	+ 6.32%	1,657
Japan:	3,389	-10.42%	2,396	-29.30%	836	-65.11%	254
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,718	+30.17%	2,887	+6.22%	2,309	-20.02%	1,033
Unallocated by the reporting companies:	13,804	-8.71%	15,389	+11.48%	14,314	- 6.99%	6,295
TOTAL:	**27,563**	**-8.20%**	**29,523**	**+7.11%**	**27,700**	**- 6.17%**	**12,905**

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984	1985 Jan.-Jun.
Alberta	5,303	2,369
British Columbia	3,969	3,393
Manitoba	1,519	680
New Brunswick	1,029	403
Newfoundland	207	112
Nova Scotia	1,175	354
Ontario	14,270	8,112
Prince Edward Island	129	49
Quebec	2,553	1,092
Saskatchewan	1,928	1,360
Northwest Territories	12	63
Yukon Territory	41	0
Unallocated by the reporting companies	6,021	3,560
TOTAL:	**38,156**	**21,547**

MISCELLANEOUS DATA (continued)

G. **NET UNITS SOLD BY TYPE & ORIGIN:**
Modular ITE's and Conventional Aids

	Domestic Manufactured		Foreign Manufactured		
	Modular ITE	Conventional	Modular ITE	Conventional	TOTAL
1985					
Jan.-Mar.	542	749	355	1,541	
	1,291		1,896		3,187
Apr.-Jun.	145	779	627	2,015	
	924		2,642		3,566

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F				D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal				
1980														
TOTAL	36,057	3,274	276,404	151,925	19,127	225,623		3,737	226		9,470	10,799	566,681	169,961	736,642
T&O %	4.89	.44	37.52	20.62	2.60	30.63		.51	.03		1.29	1.47	76.93	23.07	100.00
TYPE %	5.33%		58.14%				33.77%				2.76%		100%		100%
1981														
TOTAL	35,064	2,511	304,157	160,886	13,225	297,224		2,868	1,968		7,391	8,907	657,061	177,140	834,201
T&O %	4.20	.30	36.46	19.28	1.59	35.63		.34	.24		.89	1.07	78.77	21.23	100.00
TYPE %	4.50%		55.74%				37.80%				1.96%		100%		100%
1982														
TOTAL	28,280	3,825	293,413	154,881	9,540	346,483		1,653	1,351		6,599	8,460	684,315	170,170	854,485
T&O %	3.31	.45	34.34	18.12	1.12	40.55		.19	.16		.77	.99	80.09	19.91	100.00
TYPE %	3.76%		52.46%				42.02%				1.76%		100%		100%
1983														
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	21,744	6,116	269,718	210,924	5,575	476,413	25,102	978	584	-0-	4,667	7,859	803,219	226,461	1,029,680
T&O %	2.11	.59	26.20	20.49	.54	46.27	2.44	.09	.06	.00	.45	.76	78.01	21.99	100.00
TYPE %	2.70%		46.69%				49.40%				1.21%		100%		100%
1984															
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874	+11.12%
T&O %	1.41	.41	23.03	17.29	.28	48.20	7.03	.15	1.11	.12	.31	.66	80.26	19.74	100.00	
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972	+ 9.43%
T&O %	1.14	.15	22.92	17.54	.27	48.72	7.50	.06	.93	.03	.28	.46	80.83	19.17	100.00	
3	3,042	1,796	57,308	56,603	491	139,724	24,862	198	2,168	234	831	1,523	226,258	62,522	288,780	+10.77%
T&O %	1.05	.62	19.85	19.60	.17	48.38	8.61	.07	.75	.08	.29	.53	78.35	21.65	100.00	
4	2,436	912	54,085	54,718	7,441	129,575	26,416	408	1,569	243	939	1,519	220,892	59,369	280,261	- 1.58%
T&O %	.87	.33	19.30	19.51	2.66	46.22	9.43	.15	.56	.09	.34	.54	78.82	21.18	100.00	
'84TOT.	12,257	4,190	233,997	204,270	9,402	528,057	90,083	1,168	9,156	882	3,360	6,065	877,156	225,731	1,102,887	
T&O %	1.11	.38	21.22	18.52	.85	47.88	8.17	.11	.83	.08	.30	.55	79.53	20.47	100.00	
TYPE %	1.49%		39.74%				57.92%				.85%		100%		100%	
YOUR CO.													-			

D = Domestic Manufactured F = Foreign Manufactured

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.							MISC.*		TOTALS		
	D	F	D	F	D			F				D	F	D	F	GT
					Stock Canal	Custom	Half-Concha	Stock Canal	Custom	Half-Concha	Canal					
1985																
1	2,049	1,040	44,020	45,659	2,948	118,276	2,751	25,414	534	2,833	-0-	99	1,291	1,896	196,749	52,061	248,810	- 4.26%
T&O %	.83	.42	17.69	18.35	1.18	47.54	1.11	10.21	.21	1.14	.00	.04	.52	.76	79.08	20.92	100.00	
2	2,413	1,333	51,940	56,899	2,798	158,845	2,378	31,672	-0-	3,867	-0-	64	924	2,642	250,970	64,805	315,775	+15.26%
T&O %	.76	.42	16.45	18.02	.89	50.31	.75	10.03	.00	1.22	.00	.02	.29	.84	79.48	20.52	100.00	
'85TOT	4,462	2,373	95,960	102,558	5,746	277,121	5,132	57,086	534	6,700	-0-	163	2,215	4,538	447,719	116,866	564,585	
T&O %	.79	.42	17.00	18.17	1.02	49.08	.91	10.11	.09	1.19	.00	.03	.39	.80	79.30	20.70	100.00	
TYPE %	1.21%		35.17%				62.43%						1.19%		100%		100%	
YOUR CO.																		

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's and Conventional Aids, detailed on Page 9.

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